



Excella Consulting, Inc.

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MOBIS

Authorized Federal Supply Schedule

Price List

Contract Number:

GS-10F-0167R

Contract Period:

1/10/2010-1/9/2015
plus two 5-year options

Coverage:

Current through Modification #PA-0016, dated
1/31/2014

SIN 874-1 & 874-1RC: Integrated Consulting Services

SIN 874-7 & 874-7RC: Integrated Business Program Support Services

Products and ordering information in this Authorized FSS Information Technology Schedule Pricelist are also available on the GSA Advantage! System. Agencies can browse GSA Advantage! by accessing the Federal Acquisition Service's Home Page via the Internet at <http://www.fss.gsa.gov/>



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PRICING SCHEDULE (SIN 874-1, 874-1RC, 874-7, 874-7RC)

Rates

Excella Consulting, Inc. has a structured pricing schedule. Prices will vary depending upon the level of staff members assigned to the project.

Labor Category	1/10/10- 1/9/11	1/10/11- 1/9/12	1/10/12- 1/9/13	1/10/13- 1/9/14	1/10/14- 1/9/15
SOLUTIONS ANALYST 1	\$115.03	\$119.06	\$123.22	\$127.54	\$132.00
SOLUTIONS ANALYST 2	\$130.16	\$134.72	\$139.43	\$144.31	\$149.36
SOLUTIONS CONSULTANT 1	\$139.59	\$144.48	\$149.53	\$154.77	\$160.18
SOLUTIONS CONSULTANT 2	\$151.35	\$156.65	\$162.13	\$167.80	\$173.68
SOLUTIONS MANAGER 1	\$175.16	\$181.29	\$187.64	\$194.21	\$201.00
SOLUTIONS MANAGER 2	\$190.58	\$197.26	\$204.16	\$211.30	\$218.70
EXECUTIVE CONSULTANT 1	\$227.45	\$235.41	\$243.65	\$252.18	\$261.01
EXECUTIVE CONSULTANT 2	\$284.89	\$294.87	\$305.19	\$315.87	\$326.92

The Service Contract Act (SCA) is applicable to this contract as it applies to the entire MOBIS Schedule and all services provided. While no specific labor categories have been identified as being subject to SCA due to exemptions for professional employees (FAR 22.1101, 22.1102 and 29 CFR 541.300), this contract still maintains the provisions and protections for SCA eligible labor categories. If and/or when the contractor adds SCA labor categories/employees to the contract through the modification process, the contractor must inform the Contracting Officer and establish a SCA matrix identifying the GSA labor category titles, the occupational code, SCA labor category titles and the applicable wage determination number. Failure to do so may result in cancellation of the contract.

Labor Category Descriptions

Below is a brief description of each level.

Solutions Analyst 1

Responsibilities: Assists with the analysis, review, development, test and inspection of business process improvement, program management, and solution implementation efforts. Applies strong analytical and technical skills to document findings in accordance with approved quality procedures and standards. Works closely with experienced analysts or project leaders to seek guidance and added instructions.

Qualifications: A bachelor's degree from an accredited college or university plus one to three years relevant experience.¹

Solutions Analyst 2

¹ Masters degree in management information systems or business administration may be substituted for up to two years of required experience.



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Responsibilities: Performs the analysis, review, development, test and inspection of business process improvement, program management, and solution implementation efforts. Applies strong analytical and technical skills to document findings in accordance with approved quality procedures and standards. Works with experienced analysts or project leaders to seek guidance and added instructions.

Qualifications: A bachelor's degree from an accredited college or university plus two to four years relevant experience.¹

Solutions Consultant 1

Responsibilities: Performs the analysis, review, test, development, and inspection of business process improvement, program management, and solution implementation efforts. Applies strong analytical and technical skills to document findings in accordance with approved quality procedures and standards. Develops and improves upon procedures consistent with task requirements.

Qualifications: A bachelor's degree from an accredited college or university plus three to five years relevant experience.¹

Solutions Consultant 2

Responsibilities: Performs the analysis, review, development, test and inspection of business process improvement, program management, and solution implementation efforts. Applies strong analytical and technical skills to document findings in accordance with approved quality procedures and standards. Develops and improves upon procedures consistent with task requirements. May lead small teams and participate in strategic planning activities.

Qualifications: A bachelor's degree from an accredited college or university plus four to six years relevant experience.¹

Solutions Manager 1

Responsibilities: Performs the analysis, review, development, test and inspection of business process improvement, program management, and solution implementation efforts. Applies broad management skills and business expertise to lead complex, large projects in delivering client solutions or to manage the operations of multiple Excella projects. Provide direction to project teams and interact with clients at the supervisory level. Leads direct or matrixed teams, participate in strategic planning activities, and assist in budget preparations.

Qualifications: A bachelor's degree from an accredited college or university plus five to seven years relevant experience.¹

Solutions Manager 2

Responsibilities: Performs the analysis, review, development, test and inspection of business process improvement, program management, solution implementation and strategic re-engineering efforts. Applies broad management skills and business expertise to lead complex, large projects in delivering client solutions or to manage the operations of multiple projects. Provide direction to project teams and interact with clients at the supervisory level. Qualified to lead direct or matrixed teams, participate in strategic planning activities, prepare and track budgets and conduct quality reviews.

Qualifications: A bachelor's degree from an accredited college or university plus six to eight years relevant experience.¹



Executive Consultant 1

Responsibilities: Performs the analysis, review, development, test and inspection of business process improvement, program management, solution implementation and strategic re-engineering efforts. Applies broad management skills and business expertise to lead complex, large projects in delivering client solutions or to manage the operations of multiple Excella projects. Excellent writing and oral communication skills and ability to interact with the customer/client. Work with client executives to facilitate organization change and lead clients through business transformation efforts.

Qualifications: A bachelor's degree from an accredited college or university plus eight or more years relevant experience.¹

Executive Consultant 2

Responsibilities: Applies broad management skills and business expertise to lead complex projects in delivering client solutions or to manage the operations of multiple Excella projects. Excellent writing and oral communication skills. Work with client executives to provide expert guidance and achieve business transformations.

Qualifications: A bachelor's degree from an accredited college or university plus ten or more years relevant experience.¹

COMPANY INFORMATION

1a. Awarded SIN(s) with appropriate cross-reference to item descriptions and awarded price(s).	874-1 & 874-1RC: Consulting Services 874-7 & 874-7RC: Project Management
1b. Identification of the lowest priced model number and lowest unit price for that model for each SIN awarded in the contract.	Not Applicable
1c. Hourly Rates	(see pricing section, above)
2. Maximum order:	\$1,000,000.00
3. Minimum order:	\$100.00
4. Geographic coverage (delivery area):	Domestic US
5. Point(s) of production (city, county, and State or foreign country):	United States
6. Discount from list prices or statement of net price:	All GSA Prices are Net Price.
7. Quantity discounts:	None
8. Prompt payment terms:	None, Net 30 days
9a. Government purchase cards	Are accepted at or below the micro-Purchase threshold.
9b. Government purchase cards	Are Not accepted above the micro-purchase threshold.



10. Foreign items:	Not Applicable
11a. Time of delivery:	30 Days ARO
11b. Expedited Delivery:	Items available for expedited delivery are noted in this price list.
11c. Overnight and 2-day delivery:	Not Applicable
11d. Urgent Requirements:	When the Federal Supply Schedule contract delivery period does not meet the bona fide urgent delivery requirements of an ordering activity, ordering activities are encouraged, if time permits, to contact the Contractor for the purpose of obtaining accelerated delivery. The Contractor shall reply to the inquiry within 3 workdays after receipt. (Telephonic replies shall be confirmed by the Contractor in writing.) If the Contractor offers an accelerated delivery time acceptable to the ordering activity, any order(s) placed pursuant to the agreed upon accelerated delivery time frame shall be delivered within this shorter delivery time and in accordance with all other terms and conditions of the contract.
12. F.O.B. point(s):	Destination
13a. Ordering address:	2300 Wilson Boulevard, Suite 630 Arlington, Virginia 22201 (703) 840-8600
13b. Ordering procedures:	For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's), are found in Federal Acquisition Regulation (FAR) 8405-3.
14. Payment address:	2300 Wilson Boulevard, Suite 630 Arlington, Virginia 22201 (703) 840-8600
15. Warranty provision:	Not Applicable
16. Export packing charges:	Not Applicable
17. Terms and conditions of Government purchase card acceptance:	Excella does not accept credit cards above the micro-purchase level.
18. Terms and conditions of rental, maintenance, and repair:	Not Applicable
19. Terms and conditions of installation:	Not Applicable
20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices:	Not Applicable
20a. Terms and conditions for any other services:	Not Applicable
21. List of service and distribution points:	Not Applicable
22. List of participating dealers:	Not Applicable
23. Preventive maintenance:	Not Applicable

24a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants):	Not Applicable
24b. If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g. contractor's website or other location.) The EIT standards can be found at:	www.Section508.gov
25. Data Universal Number System (DUNS) Number:	12-4023404
26. Notification regarding registration in Central Contractor Registration (CCR) database:	Registered
27. Uncompensated Overtime.	Excella employees are engaged in work that is primarily intellectual and managerial and therefore exempt from Fair Labor Standards Act (FLA) mandatory overtime compensation.

*Under Federal supply schedules, this amount represents the amount over which agencies are encouraged to ask for volume discounts. There is no price ceiling on individual task orders or on the maximum total amount that can be ordered under this contract.

SMALL BUSINESS SUBCONTRACTING

PREAMBLE

Excella Consulting, Inc. provides commercial products and services to ordering activities. We are committed to promoting participation of small, small disadvantaged and women-owned small businesses in our contracts. We pledge to provide opportunities to the small business community through reselling opportunities, mentor-protégé programs, joint ventures, teaming arrangements, and subcontracting.

COMMITMENT

To actively seek and partner with small businesses.

To identify, qualify, mentor and develop small, small disadvantaged and women-owned small businesses by purchasing from these businesses whenever practical.

To develop and promote company policy initiatives that demonstrate our support for awarding contracts and subcontracts to small business concerns.

To undertake significant efforts to determine the potential of small, small disadvantaged and women-owned small business to supply products and services to our company.

To insure procurement opportunities are designed to permit the maximum possible participation of small, small disadvantaged, and women-owned small businesses.

To attend business opportunity workshops, minority business enterprise seminars, trade fairs, procurement conferences, etc., to identify and increase small businesses with whom to partner.



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To publicize in our marketing publications our interest in meeting small businesses that may be interested in subcontracting opportunities.

We signify our commitment to work in partnership with small, small disadvantaged and women-owned small businesses to promote and increase their participation in ordering activity contracts. To accelerate potential opportunities please contact **Burton White, Partner, 703.840.8600, email: burton.white@excella.com**.



TEMPLATES

BEST VALUE BLANKET PURCHASE AGREEMENT FEDERAL SUPPLY SCHEDULE

(Insert Customer Name)

In the spirit of the Federal Acquisition Streamlining Act (ordering activity) and Excella Consulting, Inc. enter into a cooperative agreement to further reduce the administrative costs of acquiring commercial items from the General Services Administration (GSA) Federal Supply Schedule Contract(s) _____.

Federal Supply Schedule contract BPAs eliminate contracting and open market costs such as: search for sources; the development of technical documents, solicitations and the evaluation of offers. Teaming Arrangements are permitted with Federal Supply Schedule Contractors in accordance with Federal Acquisition Regulation (FAR) 9.6.

This BPA will further decrease costs, reduce paperwork, and save time by eliminating the need for repetitive, individual purchases from the schedule contract. The end result is to create a purchasing mechanism for the ordering activity that works better and costs less.

Signatures

Ordering Activity Date

Contractor Date



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BPA NUMBER _____

(CUSTOMER NAME)
BLANKET PURCHASE AGREEMENT

Pursuant to GSA Federal Supply Schedule Contract Number(s) _____, Blanket Purchase Agreements, the Contractor agrees to the following terms of a Blanket Purchase Agreement (BPA) EXCLUSIVELY WITH (ordering activity):

- (1) The following contract items can be ordered under this BPA. All orders placed against this BPA are subject to the terms and conditions of the contract, except as noted below:

MODEL NUMBER/PART NUMBER

*SPECIAL BPA DISCOUNT/PRICE

- (2) Delivery:

DESTINATION

DELIVERY SCHEDULES / DATES

- (3) The ordering activity estimates, but does not guarantee, that the volume of purchases through this agreement will be _____.

- (4) This BPA does not obligate any funds.

- (5) This BPA expires on _____ or at the end of the contract period, whichever is earlier.

- (6) The following office(s) is hereby authorized to place orders under this BPA:

OFFICE

POINT OF CONTACT

- (7) Orders will be placed against this BPA via Electronic Data Interchange (EDI), FAX, or paper.

- (8) Unless otherwise agreed to, all deliveries under this BPA must be accompanied by delivery tickets or sales slips that must contain the following information as a minimum:

- (a) Name of Contractor;
- (b) Contract Number;
- (c) BPA Number;
- (d) Model Number or National Stock Number (NSN);
- (e) Purchase Order Number;
- (f) Date of Purchase;



- (g) Quantity, Unit Price, and Extension of Each Item (unit prices and extensions need not be shown when incompatible with the use of automated systems; provided, that the invoice is itemized to show the information); and
 - (h) Date of Shipment.
- (9) The requirements of a proper invoice are specified in the Federal Supply Schedule contract. Invoices will be submitted to the address specified within the purchase order transmission issued against this BPA.
- (10) The terms and conditions included in this BPA apply to all purchases made pursuant to it. In the event of an inconsistency between the provisions of this BPA and the Contractor's invoice, the provisions of this BPA will take precedence.

**BASIC GUIDELINES FOR USING
“CONTRACTOR TEAM ARRANGEMENTS”**

Federal Supply Schedule Contractors may use “Contractor Team Arrangements” (see FAR 9.6) to provide solutions when responding to a ordering activity requirements.

These Team Arrangements can be included under a Blanket Purchase Agreement (BPA). BPAs are permitted under all Federal Supply Schedule contracts.

Orders under a Team Arrangement are subject to terms and conditions or the Federal Supply Schedule Contract.

Participation in a Team Arrangement is limited to Federal Supply Schedule Contractors.

Customers should refer to FAR 9.6 for specific details on Team Arrangements.

Here is a general outline on how it works:

- The customer identifies their requirements.
- Federal Supply Schedule Contractors may individually meet the customers needs, or -
- Federal Supply Schedule Contractors may individually submit a Schedules “Team Solution” to meet the customer’s requirement.
- Customers make a best value selection.